

# 1996 PARTNERS PROGRAM

51846 8268

## Plan B Customer Program Tracking (Report in Cartons)

Ship-to Account Name: Star Tobacco

Updated Through

Last Input:

7/2/96

Ship-to Account Number: 613680

	12/29/95 Inventory	January Purchases	February Purchases	March Purchases	April Purchases	May Purchases	June Purchases	Current Month Inventory	To-Date Sales
RJR	5,157								
P Mor	7,235								
BAT	5,121								
LOR	4,506								
LIG	517								
Other									
<b>Grand Total</b>	<b>22,636</b>								

Base RJR SOM 12.1%

Total RJR Purchases \_\_\_\_\_  
(To-Date)

Total RJR Sales \_\_\_\_\_  
(To-Date)

Ending RJR SOM \_\_\_\_\_  
(To-Date)

Grand Total Sales \_\_\_\_\_  
(To-Date)

+ or - RJR SOM \_\_\_\_\_  
(To-Date)

RJR Ending SOM \_\_\_\_\_  
(To-Date)

RJR Representative \_\_\_\_\_

Date \_\_\_\_\_

Ship-to Account Representative \_\_\_\_\_

Date \_\_\_\_\_

**PARTNERS Program Final Evaluation Form - Plan B - Period: January - June, 1996**Ship-to Account Name: Star Tobacco

Updated Through

Last Input:

7/2/96

Ship-to Account Number 613680**Category I****Customer SOM Determination:**

Performance Approval: \_\_\_\_\_

RJR Beginning Period Base SOM: 12.1%RJR Ending Program Period SOM: 22.8%Result (+ / -): +10.7%RJR Sales Less Than 105% of Purchases: #DIV/0! (Qualifying sales recalculated at 105% of purchases)RJR Qualified # of Cartons SoldRate/CartonCategory I Payment#DIV/0!\$0.08#DIV/0!**Category II**RJR Qualified # of Cartons SoldRate/CartonCategory II Payment#DIV/0!\$0.05#DIV/0!**Total**RJR Qualified # of Cartons SoldRate/CartonCategory II Payment#DIV/0!#DIV/0!#DIV/0!

Participant Signature \_\_\_\_\_

Title \_\_\_\_\_

Date \_\_\_\_\_

R. J. Reynolds Tobacco Company \_\_\_\_\_

Title \_\_\_\_\_

Date \_\_\_\_\_